

INVENSYS

5601 Granite Parkway, Plano, TX

SUCCESS STORY



Product Type

Office

Assignment Size

45,000 SF

Service Offerings

Sublease Marketing

Financial Modeling

Lease & Sublease Negotiations

Project Coordination & Oversight

Client Feedback

“Citadel Partners succeeded on its mission of subleasing both spaces for us and was a great partner. This rightsizing and relocation to a more efficient space lowered our costs dramatically, which was our primary objective.”

Brent Brown
Global Real Estate Director
Invensys

Overview

Invensys Systems had determined that a portion of their regional headquarters in Granite Park III in Plano, Texas had become surplus with personnel being moved to Houston, Texas. Citadel Partners was hired to sublease a portion of the Plano facility to alleviate the contingent liability of the existing lease and lower occupancy costs.

Strategy

- ✓ Market the existing facility to a wide variety prospective subtenants to either, terminate the existing lease, or sublease the current facility
- ✓ Negotiate with the Landlord to create a motivation to terminate the existing lease

Results

Subleased the existing facility to an international creditworthy subtenant and in turn terminate the lease with the sublease revenue and the new headquarters' negotiated lease, we achieved a bottom line savings of 41%.

invensysTM